

Message Text

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FM SECSTATE WASHDC

TO AMEMBASSY LA PAZ

UNCLAS STATE 277418

E.O. 11652: N/A

TAGS: BEXP, BL

SUBJECT: FY 1975 COMMERCIAL ACTION PROGRAM

REF: LA PAZ A-208

1. THE WASHINGTON ACTION STAFF (W.A.S.) MET ON NOVEMBER 22 TO REVIEW THE REVISED FY 75 COMMERCIAL ACTION PROGRAM FOR BOLIVIA AND THE FIRST QUARTER ACTIONS COMPLETED STATEMENT, BOTH SUBMITTED IN LA PAZ A-208. IN GENERAL, THE W.A.S. FOUND THE REVISED CAP A VERY GOOD EFFORT. IT IS TIGHTLY WRITTEN AND BOTH CAMPAIGNS AND SUBORDINATE ACTIONS APPEAR TO BE SUBSTANTIVE AND WELL THOUGHT OUT. THE W.A.S. ENDORSES THE FY 1975 CAP, SUBJECT TO THE SLIGHT MODIFICATION DETAILED BELOW.

2. THE W.A.S. REVIEWED THE FIRST QUARTER ACTIONS COMPLETED AND NOTED PARTICULARLY THE INITIATIVE AND GREAT EFFORT EXPENDED BY THE POST IN COVERING THE SANTA CRUZ FAIR AND THE GOOD RESULTS OBTAINED. THE W.A.S. WAS PLEASED TO NOTE THE GENERALLY GOOD PROGRESS IN ALL FACETS OF THE PROGRAM IN THE FIRST QUARTER.

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3. THE W.A.S. ALSO WISHES TO COMPLIMENT THE POST ON THE

SPECTACULAR INCREASE IN TRADE OPPORTUNITY REPORTS FILED DURING CY 1974 AS COMPARED WITH 1973. IN RECOGNITION OF THIS AND OTHER INDICATORS OF INCREASED WORKLOAD, THE ARA COMMERCIAL COORDINATOR (WHO IS A MEMBER OF THE W.A.S.) HAS

FORMALLY RECOMMENDED TO ARA/MGT THAT AN FSL SECRETARY POSITION BE ADDED TO THE ECONOMIC/COMMERCIAL SECTION THROUGH REPROGRAMMING FROM ANOTHER POST AS REQUESTED BY THE EMBASSY.

4. CAMPAIGN NO. 1: POST IS AWARE OF STATUS OF REQUEST TO SEEK EX-IM BANK FINANCING FOR YPFB PROJECTS (ACTION NO. 4). PROSPECTS OF OBTAINING SUCH FINANCING ARE EXTREMELY POOR. THE W.A.S. LOOKS FORWARD TO RECEIVING POST RECOMMENDATIONS ON YPFB LEADER GRANT CANDIDATE (ACTION NO. 6).

5. CAMPAIGN NO. 2: THE W.A.S. FEELS THAT THIS CAMPAIGN IS EXTREMELY BROAD AND INCLUDES A VARIETY OF DIVERSE PROPOSALS. WE RECOGNIZE, HOWEVER, THE DIFFICULTY OF CATEGORIZING THE GOB PLANS FOR DEVELOPMENT IN EASTERN BOLIVIA WITHIN THE CAP FRAMEWORK. WE HOPE THAT AS THE VARIOUS POSSIBILITIES DEVELOP INTO SPECIFIC MAJOR PROJECTS THE CAP WILL BE AMENDED TO DEAL WITH THEM INDIVIDUALLY, THROUGH SEPARATE CAMPAIGNS.

6. CAMPAIGN NO. 3: THE W.A.S. FOUND THE TITLE FOR THIS CAMPAIGN TO BE VAGUE AND SUGGESTS MODIFYING IT TO READ: "SALES OF MACHINERY, TECHNOLOGY, EQUIPMENT AND SERVICES FOR INCREASED MINERAL PRODUCTION BY COMIBOL AND MEDIUM MINERS". THE W.A.S. AWAITS WITH INTEREST THE RESUBMITTED PROPOSAL FOR A TECHNICAL SEMINAR (ACTION NO. 3). THE PROPOSAL SHOULD DISCUSS IN DETAIL THE JUSTIFICATION FOR THE SEMINAR AND A RECOMMENDED FORMAT. DOC INFORMS THAT THE FY 75 BUDGET IS FULLY COMMITTED, BUT THE PROPOSAL WILL BE CONSIDERED FOR FY 76. W.A.S. ASSUMES LA PAZ 7463 AND THE RESPONSE CONTAINED IN STATE 266311 REFER TO THE POSSIBILITY OF SEEKING A CFF CREDIT LINE FOR THE BANCO INDUSTRIAL (ACTION NO. 4).

7. CAMPAIGN NO. 4: AGAIN THE W.A.S. RECOMMENDS MODIFYING UNCLASSIFIED

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THE CAMPAIGN TITLE TO READ: "MACHINERY AND EQUIPMENT FOR THE TEXTILE INDUSTRY".

8. THE W.A.S. APPROVES CAMPAIGNS 4, 5, 6 AND THE SURVEY CAMPAIGN AS SPELLED OUT IN THE REVISED SUBMISSION.

9. LA PAZ A-213 DESCRIBING THE COCHABAMBA WATER SUPPLY PROJECT ATTRACTED THE W.A.S.' ATTENTION. IN VIEW OF THE

SIZE OF THAT PROJECT, AND IN VIEW OF THE FACT TENDERS
ARE TO BE ISSUED IN EARLY 1975, THE W.A.S. RECOMMENDS THAT
THE EMBASSY AFFORD HIGH PRIORITY TO REPORTING DEVELOPMENTS
FIRMS. KISSINGER

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